

**“The Best Security Solutions  
combine excellence in design,  
application and customer insight”**

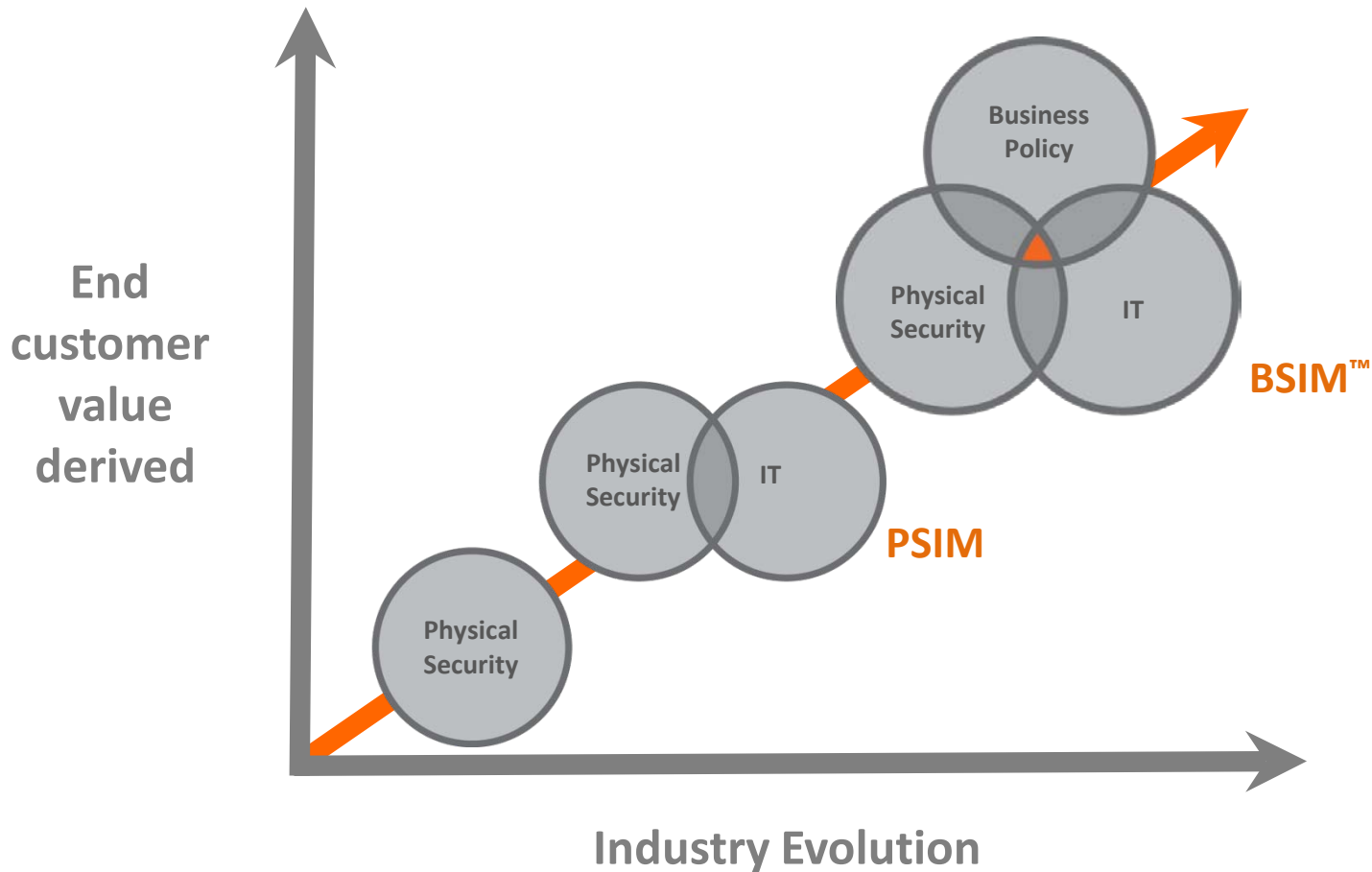
**Kahl Betham**

Global Product Manager

Gallagher Security



# The evolution of physical security



# The evolution of physical security

**Standalone**

**PSIM**

**BSIM™**

**IT maturity**



**No or low software**

**Software prevalent**

**Software prevalent**

**Residing on IT infrastructure**

**Residing on IT infrastructure**

**IP Devices prevalent**

**IP devices prevalent**

**Integration with business policy**

# The evolution of physical security

**Standalone**

**PSIM**

**BSIM™**

**Stakeholder engagement maturity**



**Stakeholders**  
Security Manager

**Stakeholders**  
Security Manager &  
IT Manager

Manufacturer  
Sometimes Involved

**Stakeholders**  
Security Manager, IT Manager plus  
CEO, CFO, CIO, HR, Operations etc

Manufacturer Involvement  
Prevalent in partnership

# The evolution of physical security

Standalone

PSIM

BSIM™

Solution value to the business

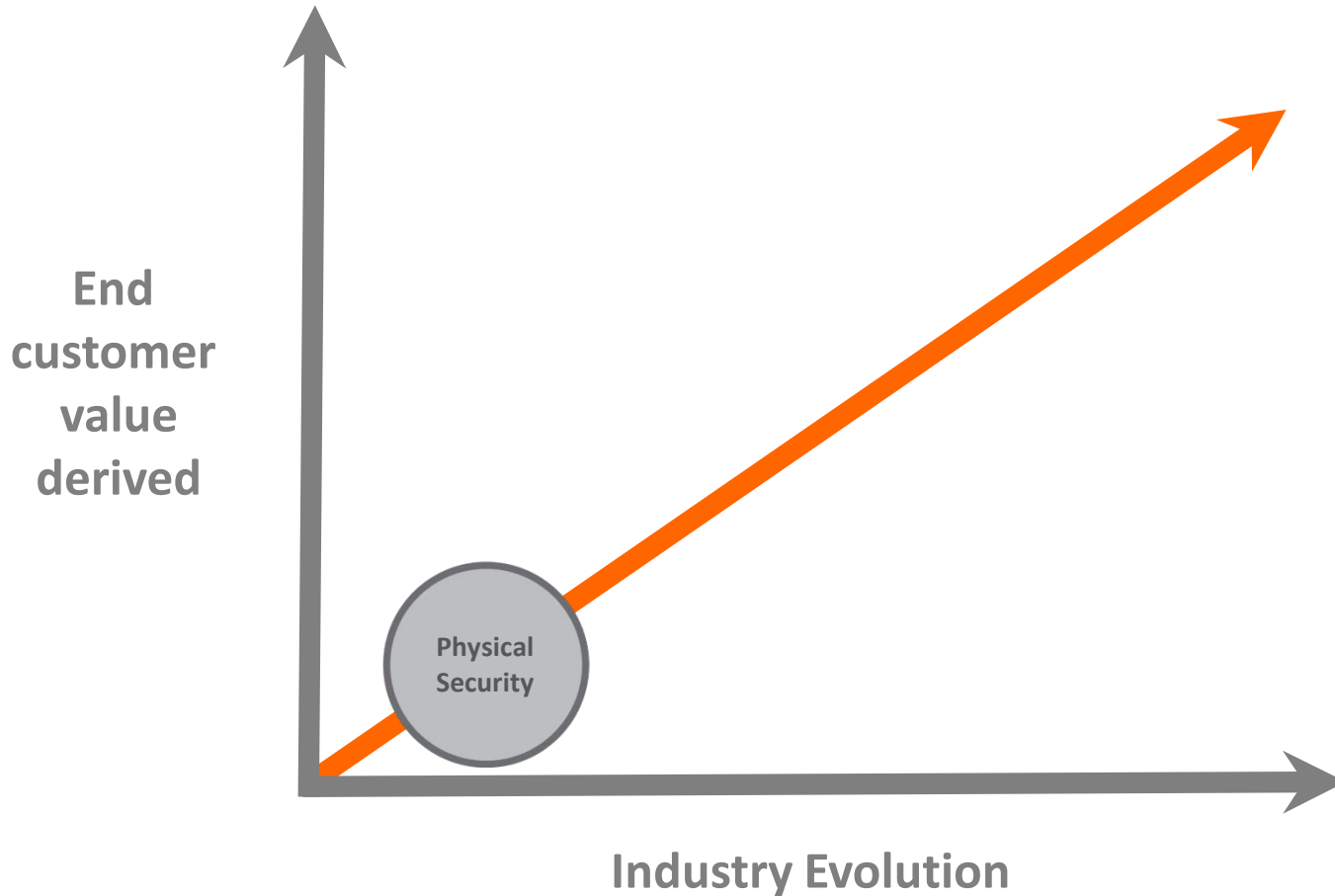


Security value only  
(Security Budget)

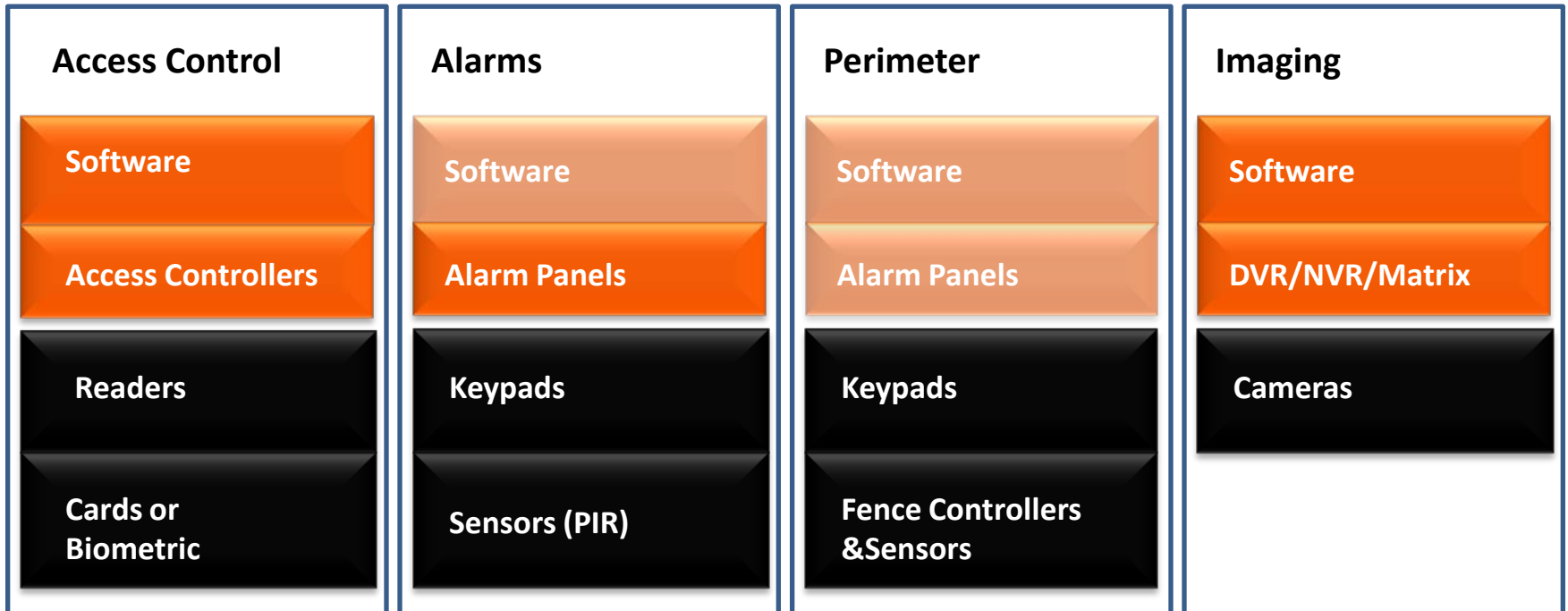
Security with IT benefits  
(With bigger IT budget)

Whole business benefit  
(Access to any budget)

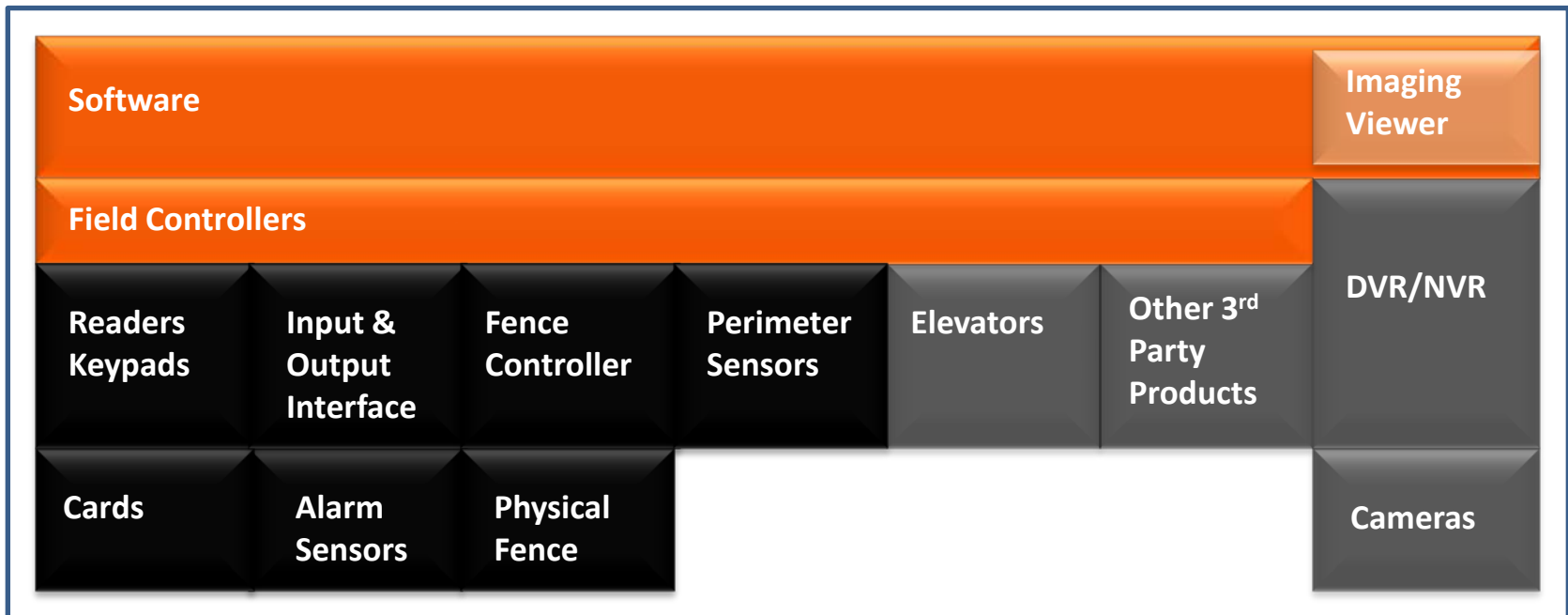
# The evolution of physical security



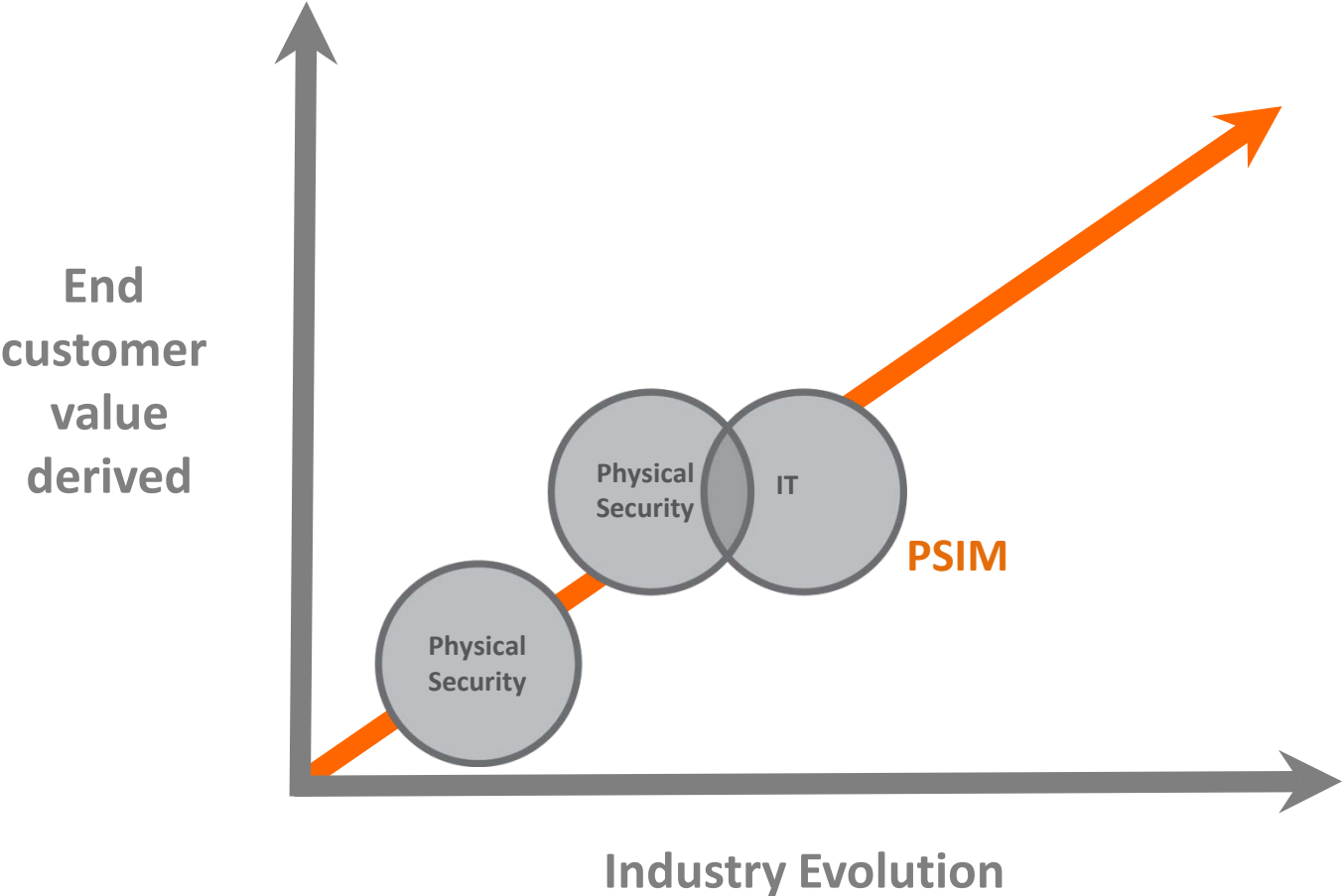
# Traditional physical security



# The One Gallagher Security System



# Physical Security Information Management



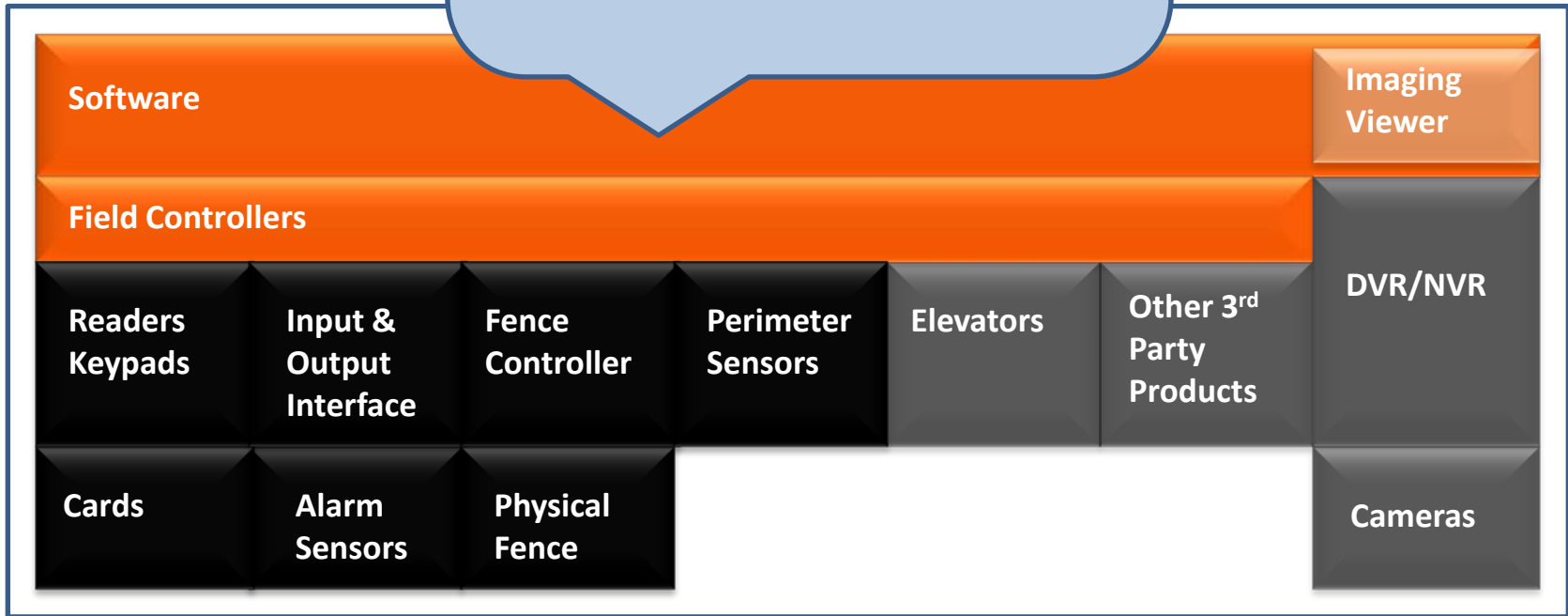


**PSIM** is a natural evolution of  
traditional security

# Physical Security

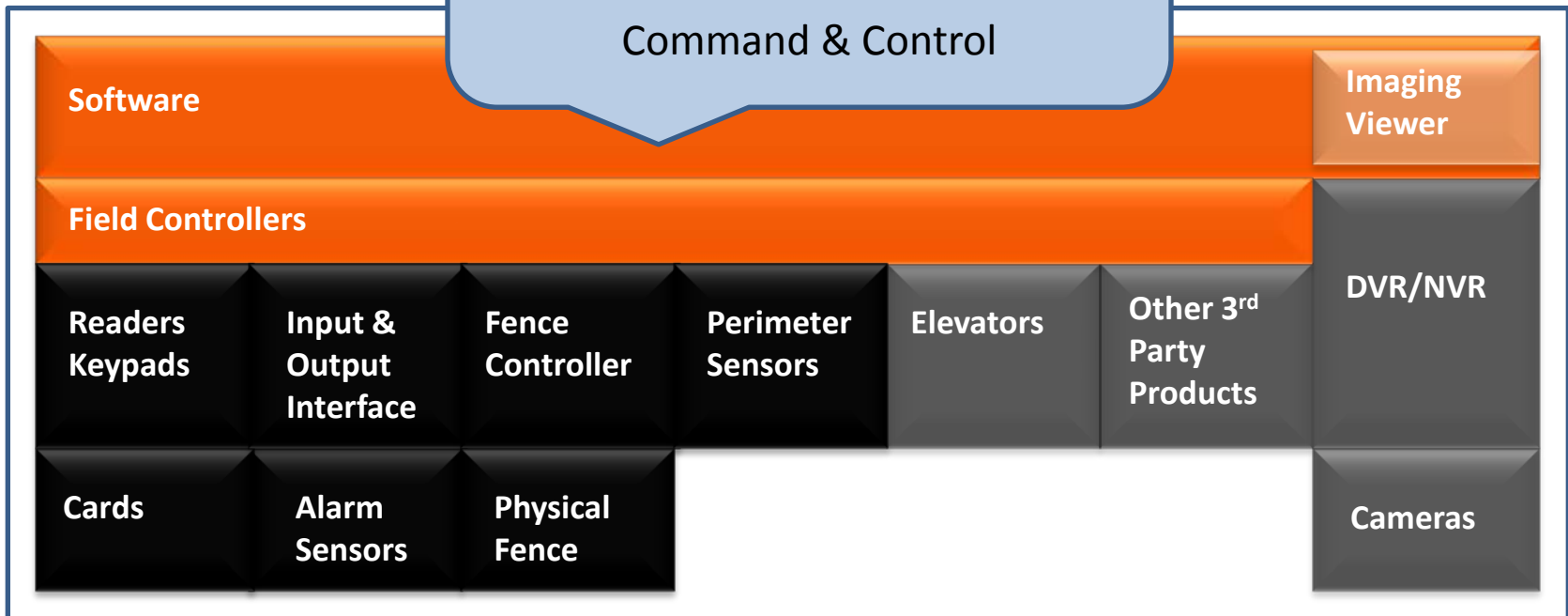
# Management

Single platform to manage equipment from multiple vendors  
Common management process



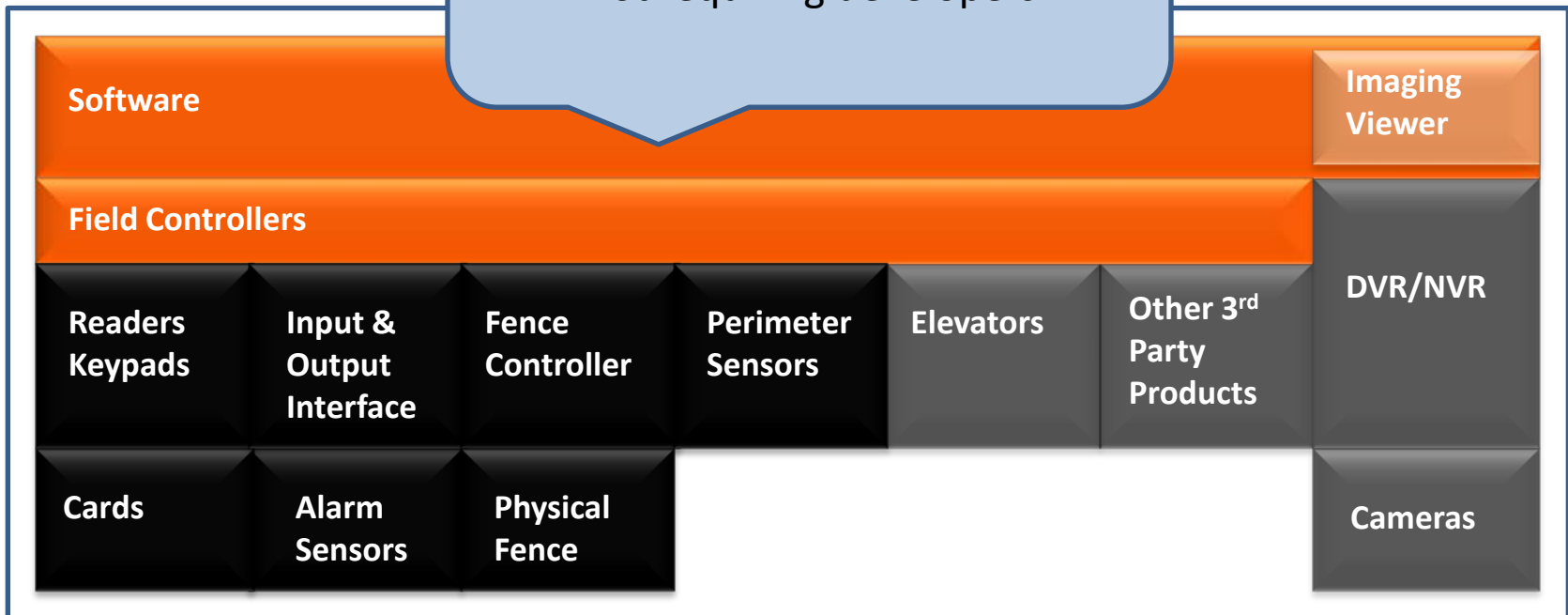
# Physical Security Information Management

Improved  
situational awareness  
in  
Command & Control



# Physical Security Information Management

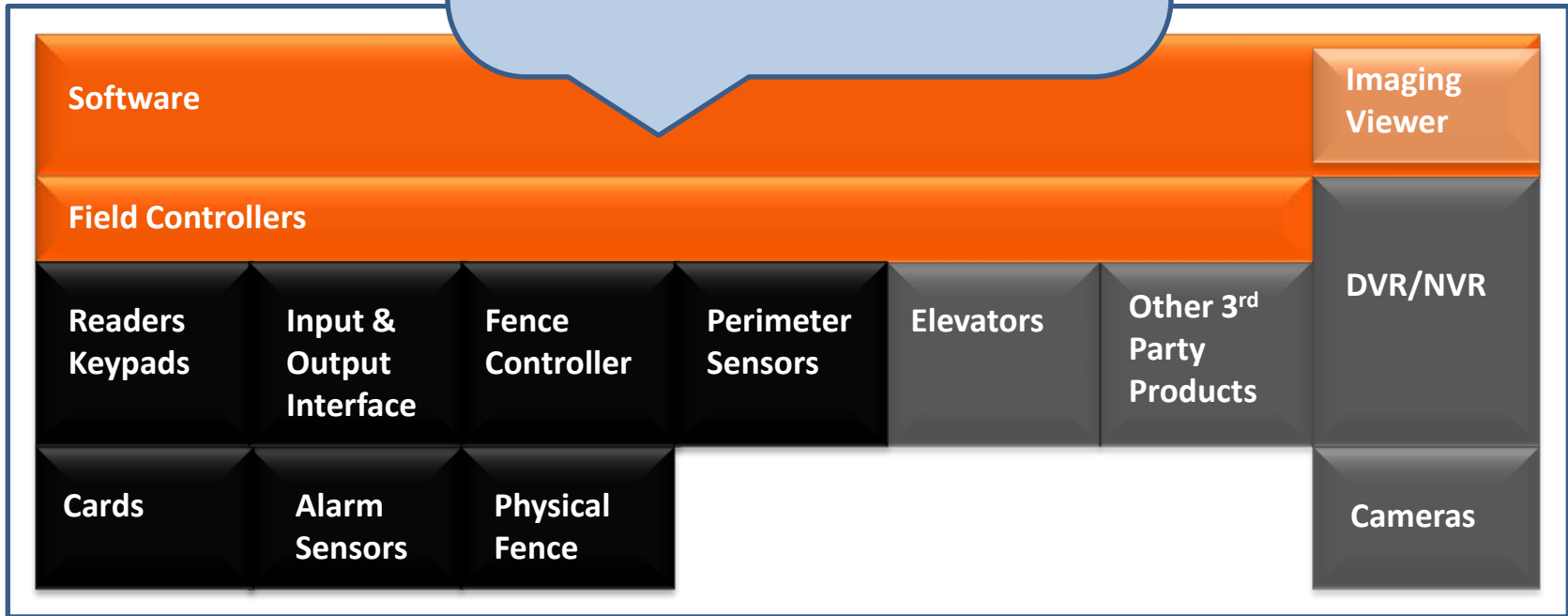
Custom screen builders  
Not requiring developers



# Physical Security

# Management

Strong open integration architecture & Culture of collaboration

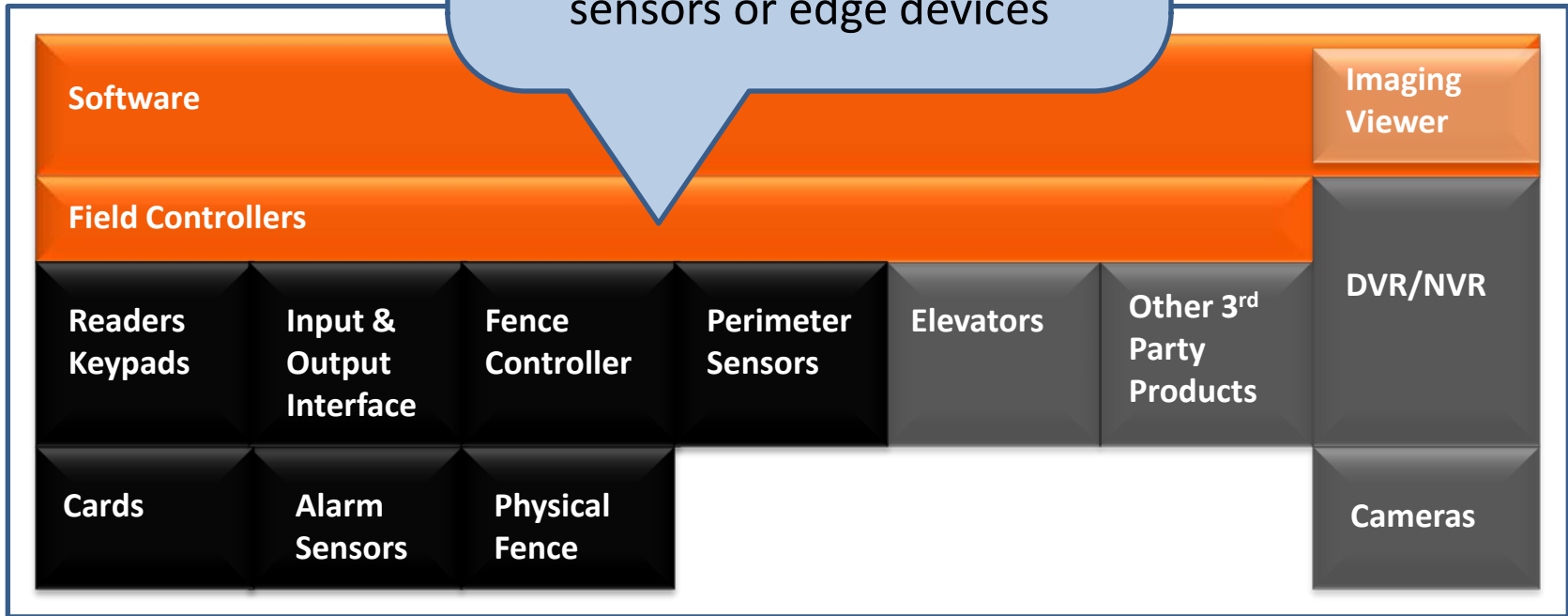


# Physical Security

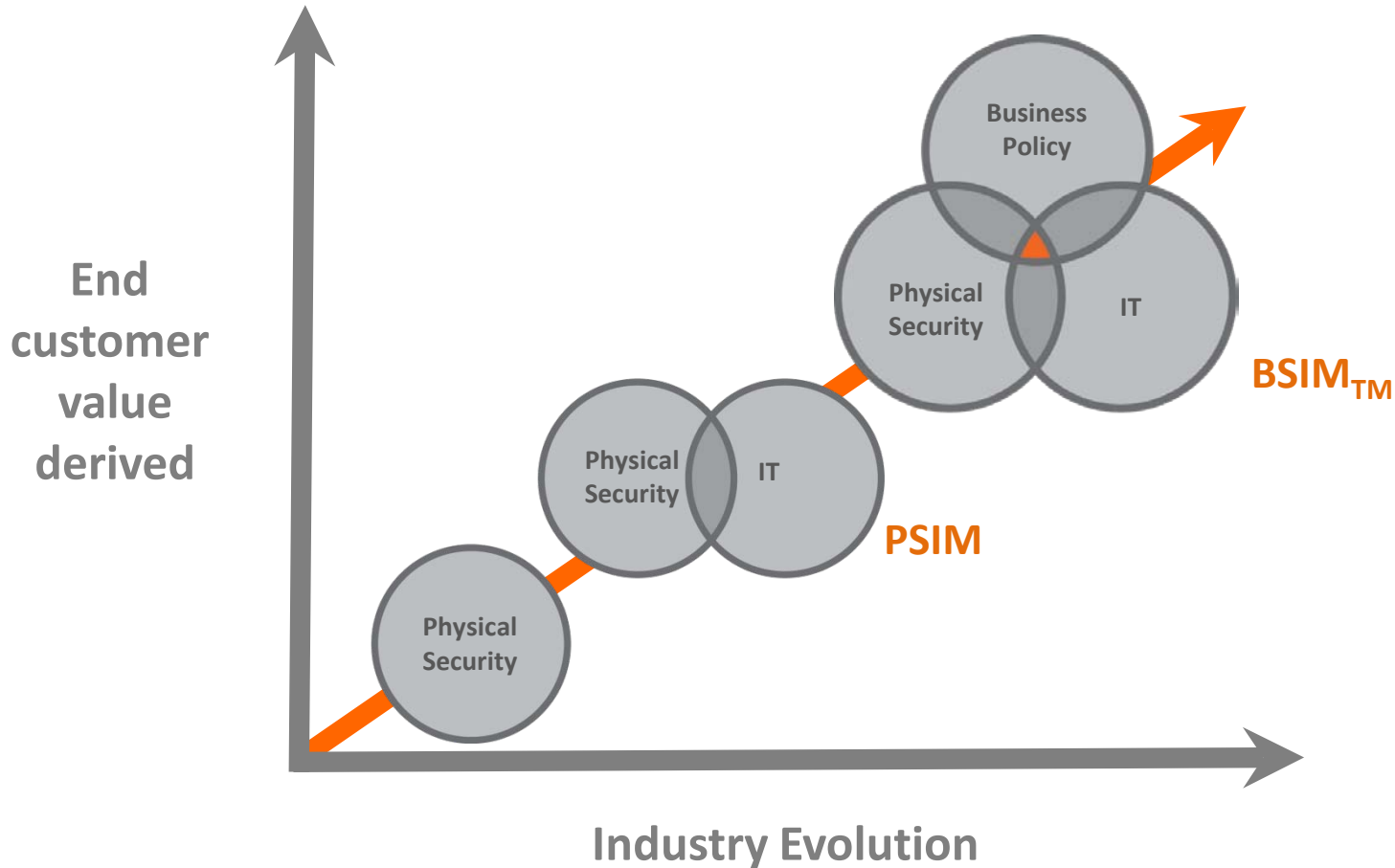
# Management

Strong integration architecture  
in the field

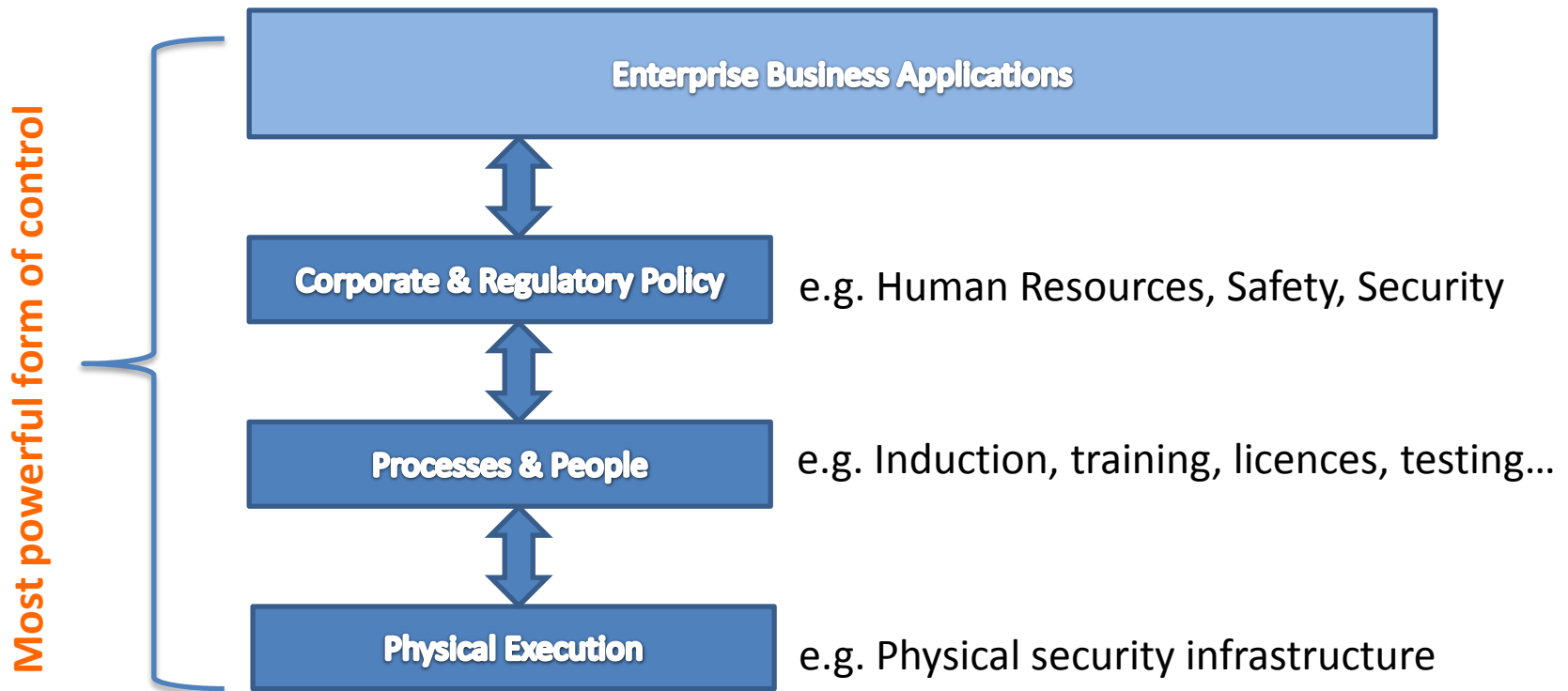
Event correlation from field  
sensors or edge devices



# Business Security Information Management



# BSIM best current example for the enterprise



Today's enterprise features,  
are tomorrow's commercial sector  
reality, **out of the box.**





**End User** derives more value

a business connected security platform,  
that executes their business policy,  
and helps their operation run smoothly



# End User derives more value

Assurance of a safe and competent workforce

Site access policy breaches are prevented

Only qualified, trained and inducted people are granted site access

Site access policy is managed

Impending expiries are managed before disruption occurs



# End User derives more value

## Through reduced risk of...

- operational downtime, **when staff don't arrive at work**
- site shutdown, **in the event of a safety breach**
- financial penalties, **for non-compliance under audit**
- legal action, **from injured employees**

# Explosives Safety



# Safety

# Zero Injuries



# Membership Expiry & Authentication



Student safety  
Enrollment  
Resources



# Contamination Control



# Company Pool Car Management



# Export Control



# Inadvertent Access



# Tenancy Management



# The future of business with Gallagher

## Thank you

